

Message Text

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PAGE 01 STATE 204752
ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OED/MEPD/JSMITH/MM

APPROVED BY EB:??

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COM/BED/OIM/CMURRAY (INFO)

-----079533 121331Z /40

P 121318Z AUG 78

FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI PRIORITY

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E.O. 11652:N/A

TAGS: BENC, TW

SUBJECT: MAJOR PROJECT: RAILROAD SIGNALLING

1. WABCO/UNION SWITCH & SIGNAL, LEADING U.S. DESIGNER/
MANUFACTURER OF RAIL SIGNALLING SYSTEMS/ EQUIPMENT,
CONTACTED USDOC/MEPD RE PROBLEM IN TAIWAN. ACCORDING
FIRM, IT WAS INVITED TO BID ON UPCOMING RAILROAD
SIGNALLING SYSTEM AND WAS ASSURED THAT EQUIPMENT DESIGNED
AND BUILT IN CONFORMITY WITH SPECIFICATIONS PROMULGATED
BY AMERICAN ASSOCIATION OF RAILROADS (WHICH ARE STANDARD
THROUGHOUT WESTERN HEMISPHERE) WOULD BE ACCEPTABLE.
FIRM CLAIMS IT THEN DECIDED TO BID AND UNDERSTANDS ITS
OFFER IS APPROXIMATELY 200,000 DOLLARS LOWER
THAN NEAREST COMPETITOR, A JAPANESE FIRM.

2. WABCO HAS NOW BEEN INFORMED BY ITS LOCAL REP, THAT
VARIOUS TECHNICAL SPECIFICATIONS OF ITS BID ARE
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NOW BEING QUESTIONED. FIRM IS SENDING TWO EXECUTIVES,
ROBERT KAROW AND MARIO CARRARA, TO TAIWAN TO INVESTIGATE
SITUATION. THEY PLAN ARRIVE MONDAY, AUGUST 14, AND INTEND
CONTACT FIRM'S AGENT AND LOCAL OFFICIALS THEN CALL ON
EMBASSY.

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3. FYI ONLY: CURRENT WABCO OPINION, BASED UPON
REPORTS FROM ITS AGENT, IS THAT LOCAL RAIL OFFICIALS
MAY BE UNWILLING AWARD CONTRACT TO CONFORMING LOW
BIDDER AND ARE SEEKING EXCUSE TO REJECT OFFER ON
TECHNICAL GROUNDS EVEN THOUGH FIRM HAD ORIGINALLY BEEN
ASSURED THAT EQUIPMENT DESIGNED TO AAR STANDARDS
WOULD BE ACCEPTABLE. END FYI.

4. REQUEST EMBASSY INTERVIEW KAROW AND CARRARA AND,
IF THEY ARE CONVINCED PROBLEM EXISTS, PROVIDE APPROPRIATE
ASSISTANCE, INCLUDING FORMAL REPRESENTATION ON U.S.
FIRM'S BEHALF TO GROC OFFICIALS. WOULD APPRECIATE REPORT
ON WABCO FINDINGS AND ANY SUBSEQUENT EMBASSY ASSISTANCE.
CHRISTOPHER

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TAGS: BENC, TW
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